

## U.S. Motor Vehicle Industry Domestic and International Trade Quick-Facts

Compiled by U.S. Commerce Dept, Office of Automotive Affairs, from Government & Industry Sources

New Car and Non-Commercial Light Truck Sales in the United States, Millions of Vehicles												
	2000	Share*	2001	Share*	2002	Share*	2003	Share*	2004	Share*	2005	Share*
Total Market	17.332	100.0%	17.118	100.0%	16.808	100.0%	16.630	100.0%	16.848	100.0%	16.921	100.0%
From NAF	14.475	83.5%	14.043	82.0%	13.522	80.4%	13.326	80.1%	13.469	79.9%	13.357	80.0%
From All 'Imp	2.857	16.5%	3.075	18.0%	3.287	19.6%	3.303	19.9%	3.379	20.1%	3.384	20.0%
-Germany	0.506	2.9%	0.535	3.1%	0.562	3.3%	0.586	3.5%	0.629	3.7%	0.602	3.6%
-Japan	1.606	9.3%	1.638	9.6%	1.753	10.4%	1.719	10.3%	1.632	9.7%	1.700	10.0%
-Korea	0.473	2.7%	0.618	3.6%	0.650	3.9%	0.646	3.9%	0.783	4.6%	0.783	4.6%

\* = Computed on Unrounded Numbers \*\* NAFTA = Sales From All Plants in USA, Canada, Mexico. 'All Imports' = All Non-NAFTA

New Car and Non-Commercial Light Truck National Nameplate** Sales and Shares, Millions of Vehicles												
	2000	Share*	2001	Share*	2002	Share*	2003	Share*	2004	Share*	2005	Share*
American	11.341	65.4%	10.806	63.1%	10.345	61.5%	10.001	60.1%	9.864	58.5%	9.609	56.8%
German	0.853	4.9%	0.882	5.2%	0.915	5.4%	0.913	5.5%	0.883	5.2%	0.870	5.1%
Japanese	4.431	25.6%	4.577	26.7%	4.647	27.6%	4.802	28.9%	5.154	30.6%	5.472	32.0%
Korean	0.473	2.7%	0.618	3.6%	0.650	3.9%	0.638	3.8%	0.689	4.1%	0.731	4.3%
All Others	0.234	1.3%	0.235	1.4%	0.251	1.5%	0.276	1.7%	0.259	1.5%	0.239	1.4%

\* = Computed on Unrounded Numbers \*\* = Traditional Affiliations (i.e., American = GM, Ford, Chrysler Group)

Total U.S. GDP** and PCE*** for New Cars and Light Trucks, Billions of Current Dollars												
	2000	Chg *	2001	Chg *	2002	Chg *	2003	Chg *	2004	Chg *	Q2 2005	Chg ****
Total U.S. G	9,824.6	5.6%	10,082.2	2.6%	10,446.2	3.6%	10,987.9	5.2%	10,446.2	(4.9%)	10,777.3	0.8%
PCE- New C	105.5	6.5%	105.9	0.4%	103.2	(2.5%)	102.4	(0.8%)	103.2	0.8%	102.4	3.0%
PCE- New L	102.6	18.7%	121.8	18.7%	137.8	13.1%	212.5	54.2%	137.8	(35.2%)	157.3	17.7%

\* = From Previous Year \*\* = Gross Domestic Product \*\*\* = Personal Consumption Expenditures (i.e., Consumer Purchases) \*\*\*\* = Last Quarter

U.S. Light Vehicle Production (Millions), Plant Capacity Use (PCU), SIC 3711 Tot. Employment (1000s)												
	2000	PCU	2001	PCU	2002	PCU	2003	PCU	2004	PCU	12 MOs/05	Chg *
Total Produc	12.381	94.8%	11.168	94.8%	11.995	89.90%	11.788	86.70%	11.567		11.495	(0.6%)
y the Big-3**	9.655	96.5%	8.529	96.5%	9.185	90.70%	8.669	86.00%	8.201		7.637	(6.9%)
Jpn Affiliates	2.562	90.1%	2.440	90.1%	2.601	87.60%	2.869	87.00%	3.148		3.547	12.6%
rm Affiliates	0.164	77.6%	0.199	77.6%	0.209	96.20%	0.25	96.60%	0.218		0.220	1.4%
ean Affiliates	0.000		0.000		0.000		0.000		0.000		0.091	0.0%
Avg. Ann. Er	237.4		236.4		232.5		233.5		221.8			

\* = Production Volume Change from Same Previous Period; \*\* = Chrysler Group, Ford Motor Company, General Motors Corporation

Big-3's Worldwide Automotive Net Sales & Revenue; Net Income, Billions of Current Dollars												
	2000.0	Chg *	2001	Chg *	2002	Chg *	2003	Chg *	2004	Chg *	2005	Chg *
Sales & Rev	301.857	3.7%	283.019	(6.2%)	294.162	3.9%	294.273	0.0%	283.019	(3.8%)	294.162	3.9%
-Net Income	6.463	(31.6%)	(7.434)	(215.0%)	(1.130)	(84.8%)	0.495	(143.8%)	(7.434)	(1601.8%)		

\* = Change from Same Previous Period; \*\* = 1998 and later is Ford, GM. '98 change compared with '97 Ford, GM

U.S. Trade Flows by All Shippers of Road Motor Vehicles,** Billions of Current Dollars												
	2000	Chg *	2001	Chg *	2002	Chg *	2003	Chg *	2004	Chg *	12 MOs/05	Chg *
World												
Exports	24.669	3.5%	24.255	(1.7%)	27.809	14.7%	30.925	11.2%	34.579	11.8%	41.804	20.9%
Imports	126.790	9.7%	124.657	(1.7%)	132.407	6.2%	132.983	0.4%	141.793	6.6%	144.068	1.6%
Balance	(102.122)	11.3%	(100.402)	(1.7%)	(104.598)	4.2%	(102.058)	(2.4%)	(107.214)	5.1%	(102.264)	(4.6%)
Canada												
Exports	14.863	(0.6%)	13.260	(10.8%)	15.895	19.9%	17.715	11.4%	18.376	3.7%	20.900	13.7%
Imports	45.371	(2.1%)	40.879	(9.9%)	41.392	1.3%	40.878	(1.2%)	46.539	13.8%	48.204	3.6%
Balance	(30.508)	(2.9%)	(27.619)	(9.5%)	(25.496)	(7.7%)	(23.163)	(9.2%)	(28.163)	21.6%	(27.304)	(3.1%)
Germany												
Exports	1.213	1.6%	1.797	48.2%	2.811	56.4%	3.958	40.8%	4.022	1.6%	3.717	(7.6%)
Imports	14.676	8.7%	15.048	2.5%	17.813	18.4%	19.756	10.9%	20.441	3.5%	20.417	(0.1%)
Balance	(13.463)	9.4%	(13.250)	(1.6%)	(15.002)	13.2%	(15.798)	5.3%	(16.419)	3.9%	(16.700)	1.7%
Japan												
Exports	0.804	(2.5%)	0.609	(24.2%)	0.468	(23.3%)	0.474	1.5%	0.493	3.9%	0.560	13.7%
Imports	32.636	9.3%	31.513	(3.4%)	35.483	12.6%	32.641	(8.0%)	32.895	0.8%	35.769	8.7%
Balance	(31.833)	9.7%	(30.904)	(2.9%)	(35.015)	13.3%	(32.166)	(8.1%)	(32.402)	0.7%	(35.209)	8.7%
Korea												
Exports	0.030	91.7%	0.035	15.0%	0.093	165.2%	0.087	(6.2%)	0.054	(37.6%)	0.120	121.8%
Imports	4.859	67.6%	6.344	30.6%	6.802	7.2%	7.938	16.7%	10.040	26.5%	8.769	(12.7%)
Balance	(4.829)	67.4%	(6.309)	30.7%	(6.709)	6.3%	(7.851)	17.0%	(9.986)	27.2%	(8.648)	(13.4%)
Mexico												
Exports	3.798	49.1%	3.922	3.3%	3.931	0.2%	3.310	(15.8%)	4.142	25.1%	4.622	11.6%
Imports	21.002	33.0%	21.302	1.4%	20.903	(1.9%)	19.397	(7.2%)	19.068	(1.7%)	18.444	(3.3%)
Balance	(17.204)	29.9%	(17.379)	1.0%	(16.972)	(2.3%)	(16.087)	(5.2%)	(14.926)	(7.2%)	(13.822)	(7.4%)

\* = Change Computed on Unrounded Numbers; \*\* "General Imports," Excludes Vehicles Assembled in U.S. Foreign Trade Zones

U.S. Trade Flows by All Shippers of Road Motor Vehicles, Total Units												
	2000	Chg *	2001	Chg *	2002	Chg *	2003	Chg *	2004	Chg *	12 MOs/05	Chg *
World												
Exports	1,616,164	5.8%	1,594,707	(1.3%)	1,739,595	9.1%	1,715,832	(1.4%)	1,889,015	10.1%	2,212,278	17.1%
Imports	7,145,146	9.9%	6,888,948	(3.6%)	7,291,955	5.9%	6,932,078	(4.9%)	7,293,321	5.2%	7,351,211	0.8%
Canada												
Exports	932,927	1.8%	895,308	(4.0%)	1,001,936	11.9%	916,302	(8.5%)	902,481	(1.5%)	960,773	6.5%
Imports	2,638,879	(1.9%)	2,307,215	(12.6%)	2,351,610	1.9%	2,275,238	(3.2%)	2,472,722	8.7%	2,394,333	(3.2%)
Germany												
Exports	61,831	3.3%	79,445	28.5%	97,296	22.5%	132,533	36.2%	132,272	(0.2%)	124,868	(5.6%)
Imports	493,058	7.2%	498,703	1.1%	575,710	15.4%	562,693	(2.3%)	549,000	(2.4%)	549,335	0.1%
Japan												
Exports	44,556	(17.1%)	31,631	(29.0%)	24,620	(22.2%)	24,726	0.4%	22,412	(9.4%)	23,581	5.2%
Imports	1,865,022	6.9%	1,813,743	(2.7%)	2,067,190	14.0%	1,788,581	(13.5%)	1,752,788	(2.0%)	1,865,101	6.4%
Korea												
Exports	1,757	27.4%	2,107	19.9%	5,035	139.0%	4,435	(11.9%)	2,971	(33.0%)	5,061	70.3%
Imports	569,339	51.6%	633,999	11.4%	627,910	(1.0%)	692,958	10.4%	860,110	24.1%	730,927	(15.0%)
Mexico												
Exports	279,291	59.1%	283,000	1.3%	301,962	6.7%	268,719	(11.0%)	316,078	17.6%	350,595	10.9%
Imports	1,219,132	29.9%	1,206,576	(1.0%)	1,162,127	(3.7%)	998,856	(14.0%)	957,346	(4.2%)	1,015,199	6.0%

U.S. Trade Flows by All Shippers of Passenger Vehicles & Light Trucks,** Billions of Current Dollars												
	2000	Chg *	2001	Chg *	2002	Chg *	2003	Chg *	2004	Chg *	12 MOs/05	Chg *
World												
Exports	21.646	5.0%	21.748	0.5%	25.011	15.0%	27.375	9.5%	30.105	10.0%	36.240	20.4%
Imports	122.035	12.5%	121.005	(0.8%)	128.448	6.2%	128.765	0.2%	136.113	5.7%	137.572	1.1%
Balance	(100.389)	14.2%	(99.257)	(1.1%)	(103.437)	4.2%	(101.390)	(2.0%)	(106.008)	4.6%	(101.332)	(4.4%)
Canada												
Exports	12.648	2.3%	11.492	(9.1%)	13.781	19.9%	15.112	9.7%	14.971	(0.9%)	16.544	10.5%
Imports	42.246	(0.0%)	38.491	(8.9%)	39.136	1.7%	38.478	(1.7%)	43.440	12.9%	44.134	1.6%
Balance	(29.598)	(1.0%)	(26.999)	(8.8%)	(25.356)	(6.1%)	(23.366)	(7.8%)	(28.470)	21.8%	(27.590)	(3.1%)
Germany												
Exports	1.177	0.2%	1.771	50.4%	2.788	57.5%	3.940	41.3%	3.998	1.5%	3.702	(7.4%)
Imports	14.649	8.8%	15.004	2.4%	17.796	18.6%	19.711	10.8%	20.346	3.2%	20.308	(0.2%)
Balance	(13.471)	9.7%	(13.233)	(1.8%)	(15.008)	13.4%	(15.772)	5.1%	(16.348)	3.7%	(16.606)	1.6%
Japan												
Exports	0.797	(2.3%)	0.606	(24.0%)	0.461	(23.9%)	0.465	0.7%	0.487	4.8%	0.537	10.2%
Imports	32.092	9.9%	31.117	(3.0%)	35.045	12.6%	32.197	(8.1%)	32.230	0.1%	35.142	9.0%
Balance	(31.296)	10.3%	(30.511)	(2.5%)	(34.584)	13.3%	(31.733)	(8.2%)	(31.743)	0.0%	(34.605)	9.0%
Korea												
Exports	0.030	91.3%	0.033	10.1%	0.090	175.6%	0.083	(8.0%)	0.052	(37.7%)	0.116	124.9%
Imports	4.839	68.1%	6.344	31.1%	6.802	7.2%	7.937	16.7%	10.040	26.5%	8.769	(12.7%)
Balance	(4.810)	68.0%	(6.312)	31.2%	(6.712)	6.3%	(7.854)	17.0%	(9.988)	27.2%	(8.653)	(13.4%)
Mexico												
Exports	3.462	45.0%	3.758	8.6%	3.805	1.2%	3.190	(16.2%)	3.996	25.3%	4.446	11.3%
Imports	20.211	46.3%	20.727	2.6%	19.773	(4.6%)	18.261	(7.6%)	17.407	(4.7%)	16.945	(2.7%)
Balance	(16.748)	46.5%	(16.969)	1.3%	(15.967)	(5.9%)	(15.070)	(5.6%)	(13.411)	(11.0%)	(12.500)	(6.8%)

\* = Change Computed on Unrounded Numbers; \*\*\*General Imports, Excludes Vehicles Assembled in U.S. Foreign Trade Zones

U.S. Trade Flows by All Shippers of Passenger Vehicles & Light Trucks, Total Units												
	2000	Chg *	2001	Chg *	2002	Chg *	2003	Chg *	2004	Chg *	12 MOs/05	Chg *
World												
Exports	1,522,616	5.4%	1,502,647	(1.3%)	1,645,513	9.5%	1,596,150	(3.0%)	1,770,881	10.9%	2,085,811	17.8%
Imports	7,027,659	11.3%	6,792,577	(3.3%)	7,201,003	6.0%	6,836,052	(5.1%)	7,169,025	4.9%	7,211,576	0.6%
Canada												
Exports	884,856	2.7%	851,665	(3.8%)	956,215	12.3%	862,362	(9.8%)	838,909	(2.7%)	881,518	5.1%
Imports	2,584,196	(0.9%)	2,266,584	(12.3%)	2,312,528	2.0%	2,233,990	(3.4%)	2,420,873	8.4%	2,330,087	(3.8%)
Germany												
Exports	57,309	(3.1%)	75,747	32.2%	95,112	25.6%	129,150	35.8%	129,867	0.6%	124,213	(4.4%)
Imports	492,205	7.4%	496,952	1.0%	574,842	15.7%	561,819	(2.3%)	546,984	(2.6%)	546,936	(0.0%)
Japan												
Exports	44,224	(16.8%)	31,445	(28.9%)	24,028	(23.6%)	24,254	0.9%	22,180	(8.6%)	22,874	3.1%
Imports	1,837,894	7.4%	1,791,645	(2.5%)	2,045,429	14.2%	1,765,591	(13.7%)	1,720,440	(2.6%)	1,833,362	6.6%
Korea												
Exports	1,687	24.0%	1,991	18.0%	4,731	137.6%	4,100	(13.3%)	2,587	(36.9%)	4,741	83.3%
Imports	568,356	51.7%	633,993	11.5%	627,905	(1.0%)	692,899	10.4%	860,107	24.1%	730,862	(15.0%)
Mexico												
Exports	268,858	57.8%	276,647	2.9%	295,123	6.7%	262,968	(10.9%)	309,723	17.8%	343,969	11.1%
Imports	1,188,692	36.3%	1,177,745	(0.9%)	1,135,164	(3.6%)	970,816	(14.5%)	923,459	(4.9%)	979,259	6.0%

U.S. Trade Flows by All Shippers of Medium & Heavy Trucks and Tractors,** Billions of Current Dollars												
	2000	Chg *	2001	Chg *	2002	Chg *	2003	Chg *	2004	Chg *	12 MOs/05	Chg *
World												
Exports	2.247	(9.7%)	1.726	(23.2%)	2.002	16.0%	2.639	31.8%	3.441	30.4%	4.446	29.2%
Imports	3.600	(32.1%)	2.520	(30.0%)	3.169	25.8%	3.284	3.6%	4.629	40.9%	5.479	18.4%
Balance	(1.353)	(51.8%)	(0.794)	(41.3%)	(1.166)	46.9%	(0.645)	(44.7%)	(1.188)	84.2%	(1.032)	(13.1%)
Canada												
Exports	1.701	(16.9%)	1.311	(22.9%)	1.657	26.4%	2.029	22.4%	2.723	34.2%	3.478	27.7%
Imports	2.357	(23.9%)	1.606	(31.8%)	1.673	4.2%	1.721	2.9%	2.307	34.1%	3.357	45.5%
Balance	(0.656)	(37.6%)	(0.295)	(55.0%)	(0.016)	(94.6%)	0.308	(2028.8%)	0.416	35.0%	0.121	(70.9%)
Germany												
Exports	0.005	(32.9%)	0.008	57.4%	0.007	(13.5%)	0.002	(71.8%)	0.004	98.0%	0.005	23.6%
Imports	0.000	(47.5%)	0.000	1.0%	0.000	(24.5%)	0.000	(72.0%)	0.000	648.9%	0.000	(59.9%)
Balance	0.005	(32.1%)	0.008	59.7%	0.007	(13.2%)	0.002	(71.8%)	0.004	85.5%	0.005	31.3%
Japan												
Exports	0.002	22.6%	0.001	(36.1%)	0.000	(59.4%)	0.004	878.7%	0.001	(79.7%)	0.002	94.8%
Imports	0.531	(17.7%)	0.395	(25.6%)	0.435	10.0%	0.443	1.8%	0.660	48.9%	0.623	(5.6%)
Balance	(0.529)	(17.8%)	(0.394)	(25.5%)	(0.435)	10.2%	(0.439)	0.9%	(0.659)	50.2%	(0.621)	(5.8%)
Korea												
Exports	0.000	712.4%	0.002	356.8%	0.001	(62.8%)	0.002	179.7%	0.001	(63.5%)	0.001	51%
Imports	0.020	(5.0%)	0.000	(100.0%)	0.000	0.0%	0.001	1075.6%	0.000	(100.0%)	0.000	
Balance	(0.019)	(6.7%)	0.002	(109.4%)	0.001	(68.4%)	0.001	21.6%	0.001	(1.3%)	0.001	46%
Mexico												
Exports	0.246	141.3%	0.125	(49.1%)	0.074	(40.9%)	0.091	22.5%	0.103	14.1%	0.132	27.7%
Imports	0.662	(55.2%)	0.491	(25.7%)	1.037	111.1%	1.118	7.8%	1.660	48.5%	1.498	(9.8%)
Balance	(0.416)	(69.8%)	(0.366)	(11.9%)	(0.963)	163.1%	(1.028)	6.7%	(1.557)	51.5%	(1.366)	(12.3%)

\* = Change Computed on Unrounded Numbers; \*\*\*General Imports, " Excludes Vehicles Assembled in U.S. Foreign Trade Zones

U.S. Trade Flows by All Shippers of Medium & Heavy Trucks and Tractors, Total Units												
	2000	Chg *	2001	Chg *	2002	Chg *	2003	Chg *	2004	Chg *	12 MOs/05	Chg *
World												
Exports	54,671	(7.4%)	49,905	(8.7%)	53,836	7.9%	64,130	19.1%	72,263	12.7%	94,851	31.3%
Imports	100,958	(21.9%)	80,808	(20.0%)	80,103	(0.9%)	83,698	4.5%	111,192	32.8%	127,826	15.0%
Canada												
Exports	35,784	(15.5%)	32,911	(8.0%)	37,150	12.9%	42,124	13.4%	51,002	21.1%	64,916	27.3%
Imports	43,974	(21.0%)	30,027	(31.7%)	31,018	3.3%	32,100	3.5%	42,732	33.1%	56,606	32.5%
Germany												
Exports	266	(20.6%)	581	118.4%	204	(64.9%)	58	(71.6%)	123	112.1%	380	208.9%
Imports	17	(69%)	17	0.0%	7	(58.8%)	4	(42.9%)	74	1750.0%	3	(95.9%)
Japan												
Exports	60	(34.1%)	34	(43.3%)	35	2.9%	73	108.6%	21	(71.2%)	50	138.1%
Imports	27,033	(19.6%)	22,063	(18.4%)	21,747	(1.4%)	22,979	5.7%	32,181	40.0%	31,468	(2.2%)
Korea												
Exports	24	2300.0%	58	141.7%	46	(21%)	59	28.3%	24	(59.3%)	37	54.2%
Imports	966	0.6%	0	(100.0%)	5	#DIV/0!	59	1080.0%	0	(100.0%)	63	
Mexico												
Exports	5,574	145.7%	3,506	(37.1%)	3,014	(14.0%)	3,197	6.1%	2,897	(9.4%)	3,093	6.8%
Imports	27,843	(25.0%)	27,786	(0.2%)	26,502	(4.6%)	27,963	5.5%	33,881	21.2%	35,935	6.1%

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